

Message Text

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FM AMEMBASSY ABU DHABI

TO SECSTATE WASHDC 3427

LIMITED OFFICIAL USE ABU DHABI 2047

E.O. 11652: N/A

TAGS BEXP, BTIO, BFOL, TC

SUBJECT : GAS TURBINES FOR NORTHERN EMIRATES

REF: STATE 240348

1. POSSIBILITY OF AGREEMENTS BETWEEN SOLAR AND BOHSALI APPEARS SLIM. BOHSALIV BELIEVES NORTH AMERICAN BETTER FIRM THAN SOLAR, ESPECIALLY ON THE FOUR 2 1/2 MGW TURBINES. ACCORDING TO BOHSALI, SOLAR BELIEVES THEY CAN GET ENTIRE DEAL WITH OR WITHOUT BOHSALI'S ASSISTANCE.

2. BOHSALI AWARE THAT NORTH AMERICAN IS WHOLLY OWNED SUBSIDIARY OF NORWEGIAN FIRM, BUT INSISTS NORWAY CAPTURES NO MORE THAN FOUR PERCENT OF TOTAL EXPORT VALUE. FOR 2 1/2 MGW TURBINES, NORTH AMERICAN USING ALLISON EQUIPMENT (JUST WHAT UAE NEEDS, SAYS BOHSALI). ON THREE SMALLER TURBINES, BLADES ARE MANUFACTURED IN HOUSTON, SENT TO NORWAY FOR FITTING AT CORRECT ANGLES, THEN RE-EXPORTED TO U.S. FOR PACKAGE ASSEMBLY.

3. ACCORDING BOHSALI, NORTH AMERICAN REPS WILL BEGIN DISCUSSIONS WITH UAE OFFICIALS OCT. 15-16. IF EVERYTHING PROCEEDS SMOOTHLY, TENDER WILL BE PUBLICLY ANNOUNCED AROUND OCT. 18-19.
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